

US Army Corps
of Engineers
Engineering and Support
Center, Huntsville

ENERGY 2001

Kansas City, Missouri

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Energy Savings Performance Contracting (ESPC)

Experiences and Lessons Learned

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Lessons Learned: Three Key Issues



1. **Communication and coordination**
 2. **Implementation**
 3. **Understanding ESPC**
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Lessons Learned: Communication and Coordination

Planning

Quick Starts
Comprehensive
list of projects

ID Stakeholders

- Garrison commander
- DPW
- Energy Manager
- Master Planning
- Resource Mgmt
- Environmental
- Corps District (if applicable)

Leader Involvement

- Coordination of project selection with Garrison Commander & DPW

Engage Dialogue Early

Early coordination at all levels
Regular strategic team meetings
Briefings for new key personnel

Champion Win-Win

- Partnerships

Do the Right Thing

- Projects which meet the needs of the installation

Communications is Everyone's Job

2. Lessons Learned: Implementation



- Put together proposals with the intent that they will be audited
- Ensure occupancy schedules are coordinated
- Ensure Installation COR signs off on baseline and post-construction M&V
- Ensure resource management personnel are comfortable with payment methodology

Lessons Learned: Implementation (continued)



- **Ensure demo lists are coordinated**
- **Ensure projects are coordinated with anticipated future mission changes**
- **Verify product delivered**
- **Ensure timely review of project close out documentation so as not to impact payment**

Lessons Learned: Understanding ESPC

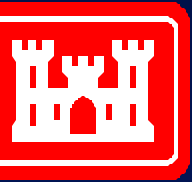
- Remember: These are not normal construction contracts with changes orders allowed. An ESPC task order must generate sufficient savings to pay for itself.
 - Do not direct out of scope work
 - Buydowns: Cannot pay more in a given year than savings generated
- Projects within a task order must have a component of energy savings



Summary: Three Key Lessons Learned

- Planning and communication are crucial to successful projects
- More follow through in field is needed
- Remember: ESPC is dependent on savings generated





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